

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Digital Optics Corporation

#### North Carolina Manufacturing Extension Partnership

#### Tessera Increases Sales by More Than \$1 Million

**Client Profile:**

Tessera, formerly Digital Optics Corporation, designs and manufactures micro optics products used with laser-based applications such as bar code scanning, as well as optics for the semi-conductor industry. The company recently introduced OptiML WLC, a wafer level camera technology for use in cell phones that reduces camera size by up to 50 percent. The company employs 100 people at its facility in Charlotte, North Carolina.

**Situation:**

Tessera was concerned with the environmental result of their processes. Achieving ISO 14001 registration would mean that the company was appropriately managing their environmental issues while demonstrating a commitment to environmental improvement. Tessera enlisted the help of the North Carolina State University Industrial Extension Service (IES), a NIST MEP network affiliate, to obtain ISO 9001 certification which would give them the a common framework for quality initiatives.

**Solution:**

IES's Environmental Engineer, Charlie Parrish, met with the company's Environmental Management System (EMS) team, helping them identify and prioritize the most important environmental issues. Within three months, the system was in place, defined and documented in accordance with ISO 14001 and their Environmental Management System (EMS), including identifying environmental aspects (issues to manage), creating improvement goals, training employees on environmental procedures, and monitoring performance and compliance issues.

**Results:**

- \* Increased sales by \$1 million.
- \* Retained sales of \$50,000.
- \* Invested \$5,000 in plant equipment.

**Testimonial:**

"We have many international customers that wanted us to have this registration; companies that were already registered, so it was a credibility issue. Now, all we have to say is we're ISO 14001 registered, and the questions regarding environmental issues are minimized."

Brian Harden, Quality Manager